## CONTRACT



**WSFA** 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Greer, Margolis, & Mitchell 1010 Wisconsin Ave Suite 800 Washington, DC 20007

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*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
1 WSFA 12/03/17 12/10/17 WSFA News Sunday AM Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1 Week: 12/04/17 12/10/171 1	9-930a <u>Rate</u> \$75.00 \$75.00	:30	NM 2	\$150.00
2       WSFA 11/30/17       12/01/17       NBC Today 2         Start Date       End Date       Weekdays       Spots/Week         Week: 11/27/17       12/03/17      TF       2	9-10am <u>Rate</u> \$250.00	:30	NM 2	\$500.00
3 WSFA 11/30/17 12/01/17 NBC Today with Kathie Lee Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 2	10-11am <u>Rate</u> \$250.00	:30	NM 2	\$500.00
4 WSFA 11/30/17 12/01/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	11-1130Am <u>Rate</u> \$75.00	:30	NM 3	\$225.00
5 WSFA 11/30/17 12/01/17 ALABAMA LIVE @ 1130AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	1 1130A-12P <u>Rate</u> \$75.00	:30	NM 3	\$225.00
6 WSFA 11/30/17 12/01/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	12-1230pm <u>Rate</u> \$250.00	:30	NM 3	\$750.00
7 WSFA 11/30/17 12/01/17 NET Days of Our Lives <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 1	1230-130p <u>Rate</u> \$350.00	:30	<b>NM</b> 1	\$350.00
8         WSFA 11/30/17         12/01/17         RIGHT THIS MINUTES           Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         2	130-2p <u>Rate</u> \$75.00	:30	NM 2	\$150.00
10 WSFA 11/30/17 12/01/17 JUDGE JUDY 2ND RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	3-330p <u>Rate</u> \$135.00	:30	NM 3	\$405.00
11 WSFA 11/30/17 12/01/17 Today in Alabama 430am	430-5a	:30	NM 2	\$50.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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Alt Order# Contract / Revision 1858711 / 08870837

**Contract Dates** Product Estimate # 11/30/17 - 12/12/17 HIGHWAY 31 6109

Advertiser Original Date / Revision 12/04/17 / 12/04/17 ISS/Highway 31

*Line Ch Start Date End Date Description	Start/End Time	Spot Days Length Wee		TypeSp	ots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         2	<u>Rate</u> \$25.00					
12 WSFA 11/30/17 12/01/17 JUDGE JUDY 1ST RUN  Start Date End Date Weekdays Spots/Week  Week: 11/27/17 12/03/17TF 3	330-4p <u>Rate</u> \$135.00	:30		NM	3	\$405.00
13 WSFA 11/30/17 12/01/17 WSFA 12 NEWS AT 4PM  Start Date End Date Weekdays Spots/Week  Week: 11/27/17 12/03/17TF 3	M-F 4-430P <u>Rate</u> \$135.00	:30	•	NM	3	\$405.00
14 WSFA 11/30/17 12/01/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	M-F 430-5P <u>Rate</u> \$175.00	:30		NM	3	\$525.00
15 WSFA 11/30/17 12/01/17 WSFA 12 News at Five  Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 4	5-530pm <u>Rate</u> \$425.00	:30		NM	4	\$1,700.00
16 WSFA 11/30/17 12/01/17 WSFA 12 News at Six - MF  Start Date   End Date   Weekdays   Spots/Week  Week: 11/27/17 12/03/17TF 4	6-630pm <u>Rate</u> \$800.00	:30	4	NM	4	\$3,200.00
17 WSFA 12/02/17 12/09/17 WSFA 12 News at Six-Sat  Start Date End Date Weekdays Spots/Week  Week: 11/27/17 12/03/171- 1  Week: 12/04/17 12/10/171- 1	Sa 6-7pm <u>Rate</u> \$200.00 \$200.00	:30		NM	2	\$400.00
18 WSFA 12/03/17 12/10/17 WSFA 12 News at Five-Sun Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1 Week: 12/04/17 12/10/171 1		:30	<b>€</b>	NM	2	\$450.00
19 WSFA 11/30/17 12/01/17 ENTERTAINMENT TONIGH  Start Date	11630-7p <u>Rate</u> \$350.00	:30		NM	2	\$700.00
Spot Ch Date Range Description  1 WSFA 11/27/17-12/03/17 ENTERTAINMENT TONIGH Credited	Start/End Time H1630-7p	Weekdays LengthThF :30	<u>Rate</u> \$350.00	<u>Type</u> <i>NM</i>		
20 WSFA 11/30/17 12/01/17 WSFA 12 News at Ten - MF  Start Date	10-1035pm <u>Rate</u> \$500.00	:30		NM	2	\$1,000.00
<u>Spot Ch Date Range Description</u> 1 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - Mi Credited	·	Weekdays Length :30	<u>Rate</u> \$500.00	<u>Type</u> <i>NM</i>		
3 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - Mi Credited		ThF :30	\$500.00	NM		
21 WSFA 12/02/17 12/09/17 WSFA 12 News at Ten - Sat Start Date End Date Weekdays Spots/Week  Week: 11/27/17 12/03/171- 1  Week: 12/04/17 12/10/171- 1	10-1030pm <u>Rate</u> \$350.00 \$350.00	:30	•	NM	2	\$700.00
22 WSFA 11/30/17 12/01/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	5-530a <u>Rate</u> \$200.00	:30		NM	3	\$600.00
23 WSFA 12/03/17 12/10/17 WSFA 12 News at Ten - Sur	10-1030pm	:30	•	NM	0	\$0.00

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 Contract / Revision
 Alt Order #

 1858711 /
 08870837

 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/12/17
 HIGHWAY 31
 6109

 Advertiser
 Original Date / Revision

 ISS/Highway 31
 12/04/17 / 12/04/17

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week	<u>Rate</u>	•		
Week: 11/27/17 12/03/171 1	\$225.00	Mandalana Larath Buta	<b>T</b>	
Spot Ch Date Range Description 1 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - S	Start/End Time	<u>Weekdays Length Rate</u>	<u>Type</u> <i>NM</i>	
Credited Vol A 12 News at 1611- 5	шт то-тозортт	.30 <del>\$220.00</del>	TVIVI	
Week: 12/04/17 12/10/171 1	\$225.00			
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>	
2 WSFA 12/04/17-12/10/17 WSFA 12 News at Ten - S	Sun 10-1030pm	St :30 \$225.00	NM	
Credited				
24 WSFA 12/03/17 12/10/17 Late News	1030p-11P	:30	NM 2	\$450.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171 1	<u>Rate</u> \$225.00			
Week: 12/04/17 12/10/171 1	\$225.00			
25 WSFA 11/30/17 12/01/17 Tonight Show	1035-1137pm	:30	NM 2	\$400.00
Start Date End Date Weekdays Spots/Week	Rate	.50	14101	\$400.00
Week: 11/27/17 12/03/17TF 3	\$200.00			
Spot Ch Date Range Description	Start/End Time	Weekdays Length , Rate	<u>Type</u>	
1 WSFA 11/27/17-12/03/17 Tonight Show	1035-1137pm	ThF :30 \$200.00	NM	
Credited				
26 WSFA 11/30/17 12/01/17 Late Night w/ Seth Meyers Start Date End Date Weekdays Spots/Week	1137p-1237x	:30	NM 1	\$50.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 3	<u>Rate</u> \$50.00			
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	Type	
1 WSFA 11/27/17-12/03/17 Late Night w/ Seth Meyers		ThF :30 \$50.00	NM	•
Credited				
3 WSFA 11/27/17-12/03/17 Late Night w/ Seth Meyers Credited	1137p-1237x	ThF :30 <b>*</b> 50.00	NM	
	1000 1000			
27 WSFA 12/02/17 12/09/17 NET Saturday Night Live Start Date End Date Weekdays Spots/Week	1030p-1203x Rate	:30	NM 2	\$400.00
Week: 11/27/17 12/03/171- 1	\$200.00			
Week: 12/04/17 12/10/171- 1	\$200.00			
28 WSFA 12/04/17 12/11/17 the voice	7-9pm	:30	NM 2	\$3,000.00
Start Date End Date Weekdays Spots/Week	Rate			**,******
Week: 12/04/17 12/10/17 1 1	\$1,500.00	•		
Week: 12/11/17 12/17/17 1 1	\$1,500.00			
29 WSFA 12/05/17 12/12/17 This is Us	8-9pm	:30	NM 0	\$0.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 -1 1	<u>Rate</u> \$5,000.00		l	
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>	
1 WSFA 12/04/17-12/10/17 This is Us	8-9pm	-Tu :30 \$5,000.00	NM	
Credited	•	•		
Week: 12/11/17 12/17/17 0	\$0.00	•		
30 WSFA 12/05/17 12/12/17 Chicago med	9-10pm	:30	NM 2	\$1,600.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         -1         1	Rate		Ī	
Week: 12/11/17 12/17/17 -1 1	\$800.00 \$800.00			
31 WSFA 12/06/17 12/06/17 the blacklist		.30	NIM O	60.00
Start Date End Date Weekdays Spots/Week	658-8pm Rate	:30	NM 0	\$0.00
			•	

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Contract / Revision Alt Order# 1858711 / 08870837 Contract Dates

Product Estimate # 11/30/17 - 12/12/17 HIGHWAY 31 6109

<u>Advertiser</u> Original Date / Revision / 12/04/17 12/04/17 ISS/Highway 31

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171 1	<u>Rate</u> \$600.00			
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>	
1 WSFA 12/04/17-12/10/17 the blacklist	658-8pm	W :30 \$600.00	NM NM	
Credited		·		
32 WSFA 12/06/17 12/06/17 LAW & ORDER:SVU	8-9pm	:30	NM 1	\$600.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171 1	<u>Rate</u> \$600.00			
33 WSFA 11/30/17 12/01/17 Today in Alabama 530a	528am-6am	.20		2750.00
Start Date End Date Weekdays Spots/Week	Rate	:30	NM 3	\$750.00
Week: 11/27/17 12/03/17TF 3	\$250.00	•		
34 WSFA 12/06/17 12/06/17 CHICAGO PD	9-10pm	:30	NM 1	\$800.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/171 1	Rate			
	\$800.00		_	
35 WSFA 12/01/17 12/08/17 BLINDSPOT Start Date End Date Weekdays Spots/Week	658-8pm Rate	:30	NM 2	\$2,000.00
Week: 11/27/17 12/03/171 1	\$1,000.00			
Week: 12/04/17 12/10/171 1	\$1,000.00			
36 WSFA 12/01/17 12/08/17 DATELINE NBC	810pm	:30	NM 2	\$1,030.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1	<u>Rate</u> \$515.00			
Week: 12/04/17 12/10/171 1	\$515.00 \$515.00	•		
37 WSFA 12/02/17 12/09/17 DATELINE SAT NIGHT MU	IY9-10PM	:30	NM 1	\$300.00
Start Date End Date Weekdays Spots/Week	Rate			4000.00
Week: 11/27/17 12/03/171- 1 <u>Spot Ch Date Range Description</u>	\$300.00	Markete I II I	_	
Spot Ch Date Range Description  1 WSFA 11/27/17-12/03/17 DATELINE SAT NIGHT MI	Start/End Time	<u>Weekdays Length Rate</u> Sa :30 \$300.00	<u>Type</u> NM	
Credited	373-707707	.30 \$300.00	TVIVI	
Week: 12/04/17 12/10/171- 1	\$300.00			
38 WSFA 11/30/17 11/30/17 NET NFL Thursday Game	720-1030p	:30	NM 1	\$1,125.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1	<u>Rate</u> \$1,125.00			
39 WSFA 12/07/17 12/07/17 NET NFL Thursday Game				
Start Date End Date Weekdays Spots/Week	720-1030p Rate	:30	NM 1	\$2,500.00
Week: 12/04/17 12/10/171 1	\$2,500.00	•		
40 WSFA 12/03/17 12/03/17 NFL Football	Sun 730P-1030P	:30	NM 1	\$1,125.00
Start Date   End Date   Weekdays   Spots/Week   Week: 11/27/17   12/03/17  1   1	Rate			•
Week: 11/2//17 12/03/171 1 41 WSFA 12/10/17 12/10/17 NFL Football	\$1,125.00			
Start Date End Date Weekdays Spots/Week	Sun 730P-1030P Rate	:30	NM 1	\$1,125.00
Week: 12/04/17 12/10/171 1	\$1,125.00			
42 WSFA 11/30/17 12/01/17 Today In Alabama	6a-7a	:30	NM 5	\$1,750.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 5	Rate	•		* -1
	\$350.00			
43 WSFA 11/30/17 12/01/17 NBC Today Show Start Date End Date Weekdays Spots/Week	7-9am <u>Rate</u>	:30	NM 5	\$1,300.00
Week: 11/27/17 12/03/17TF 5	\$260.00			
			•	

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Contract / Revision Alt Order# 1858711 08870837

**Contract Dates** Product Estimate # HIGHWAY 31 11/30/17 - 12/12/17 6109

Advertiser Original Date / Revision 12/04/17 / 12/04/17 ISS/Highway 31

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week  44 WSFA 12/02/17 12/09/17 NBC Saturday Today Show	Rate			
44 WSFA 12/02/17 12/09/17 NBC Saturday Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> Spots/Week	6-8am Rate	:30	NM 2	\$230.00
Week: 11/27/17 12/03/171- 1	\$115.00			
Week: 12/04/17 12/10/171- 1	\$115.00	-		
45 WSFA 12/03/17 12/10/17 NET NBC Sunday Today SI Start Date End Date Weekdays Spots/Week		:30	NM 2	\$250.00
Week: 11/27/17 12/03/171 1	<u>Rate</u> \$125.00			
Week: 12/04/17 12/10/171 1	\$125.00			
46 WSFA 12/03/17 12/10/17 NET NBC Meet The Press	8-9a	:30	NM 2	\$450.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171 1	Rate			
Week: 12/04/17 12/10/171 1	\$225.00 \$225.00	•		
48 WSFA 12/04/17 12/08/17 NBC Today 2	9-10am	:30	NM 1	\$250.00
Start Date End Date Weekdays Spots/Week	Rate	.00	14141	Ψ230.00
Week: 12/04/17 12/10/17 MTWTF 1	\$250.00			
49 WSFA 12/04/17 12/08/17 NBC Today with Kathie Lee Start Date End Date Weekdays Spots/Week		:30	NM 1	\$250.00
Week: 12/04/17 12/10/17 MTWTF 1	<u>Rate</u> \$250.00			
50 WSFA 12/04/17 12/08/17 ALABAMA LIVE @ 11A	11-1130Am	:30	NM 2	\$150.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 2	Rate	·		******
	\$75.00			
51 WSFA 12/04/17 12/08/17 ALABAMA LIVE @ 1130AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> Spots/Week	1130A-12P Rate	:30	NM 2	\$150.00
Week: 12/04/17 12/10/17 MTWTF 2	\$75.00			
52 WSFA 12/04/17 12/08/17 WSFA 12 News at Noon	12-1230pm	:30	NM 2	\$500.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         MTWTF         2	<u>Rate</u> \$250.00			
53 WSFA 12/04/17 12/08/17 NET Days of Our Lives	1230-130p	:30		2050.00
Start Date	Rate	.50	NM 1	\$350.00
Week: 12/04/17 12/10/17 MT 1	\$350.00			
54 WSFA 12/04/17 12/08/17 RIGHT THIS MINUTES	130-2p	:30	NM 2	\$150.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         MT         2	<u>Rate</u> \$75.00			
55 WSFA 12/04/17 12/08/17 HARRY	2-3p	:30	NM 2	\$150.00
Start Date End Date Weekdays Spots/Week	Rate	.50	14101 2	\$150.00
Week: 12/04/17 12/10/17 MT 2	\$75.00			
56 WSFA 12/04/17 12/08/17 JUDGE JUDY 2ND RUN Start Date End Date Weekdays Spots/Week	3-330p	:30	NM 3	\$405.00
Week: 12/04/17 End Date Weekdays Spots/Week  12/10/17 MTW 3	<u>Rate</u> \$135.00			
57 WSFA 12/04/17 12/08/17 Today in Alabama 430am	430-5a	:30	NM 2	\$50.00
Start Date End Date Weekdays Spots/Week	Rate			ψου.σσ
Week: 12/04/17 12/10/17 MTWTF 2	\$25.00	-		•
58 WSFA 12/04/17 12/08/17 JUDGE JUDY 1ST RUN Start Date End Date Weekdays Spots/Week	330-4p <u>Rate</u>	:30	NM 3	\$405.00
Week: 12/04/17 12/10/17 MTWTF 3	\$135.00			
59 WSFA 12/04/17 12/08/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	NM 3	\$405.00

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<u>Advertiser</u> Original Date / Revision 12/04/17 / 12/04/17 ISS/Highway 31

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 3	<u>Rate</u> \$135.00			
60 WSFA 12/04/17 12/08/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	NM 3	\$525.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         MTW         3	<u>Rate</u> \$175.00			
61 WSFA 12/04/17 12/08/17 WSFA 12 News at Five	5-530pm	:30 •	NM 3	\$1,275.00
Week: 12/04/17	<u>Rate</u> \$425.00			
62 WSFA 12/04/17 12/08/17 WSFA 12 News at Six - MF	•	:30	NM 3	\$2,400.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         MTW         3	<u>Rate</u> \$800.00			
63 WSFA 12/04/17 12/08/17 ENTERTAINMENT TONIGH	•	:30	NM 2	\$700.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         MT         2	<u>Rate</u> \$350.00			
64 WSFA 12/04/17 12/08/17 WSFA 12 News at Ten - MF	*	:30	NM 3	\$1,500.00
Week: 12/04/17	<u>Rate</u> \$500.00			
65 WSFA 12/04/17 12/08/17 Today in Alabama 5am Start Date End Date Weekdays Spots/Week	5-530a	:30	NM 2	\$400.00
Start Date Week: 12/04/17End Date 12/10/17Weekdays MTWTFSpots/Week 2	<u>Rate</u> \$200.00			
66 WSFA 12/04/17 12/08/17 Tonight Show Start Date End Date Weekdays Spots/Week	1035-1137pm	:30	NM 2	\$400.00
Start Date Week: 12/04/17End Date 12/10/17Weekdays MTWTFSpots/Week 2	<u>Rate</u> \$200.00	•		
67 WSFA 12/04/17 12/08/17 Late Night w/ Seth Meyers Start Date End Date Weekdays Spots/Week	1137p-1237x	:30	NM 2	\$100.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 2	<u>Rate</u> \$50.00			
68 WSFA 12/04/17 12/08/17 Today In Alabama Start Date End Date Weekdays Spots/Week	6a-7a	:30	NM 3	\$1,050.00
Start Date Week: 12/04/17End Date 12/10/17Weekdays MTWTFSpots/Week3	<u>Rate</u> \$350.00			
69 WSFA 12/04/17 12/08/17 NBC Today Show Start Date End Date Weekdays Spots/Week	7-9am	:30	NM 3	\$780.00
Week: 12/04/17	<u>Rate</u> \$260.00			
70 WSFA 12/04/17 12/08/17 Today in Alabama 530a Start Date End Date Weekdays Spots/Week	528am-6am	:30	NM 3	\$750.00
Week: 12/04/17	<u>Rate</u> \$250.00			
71 WSFA 12/11/17 12/12/17 NBC Today 2 Start Date End Date Weekdays Spots/Week	9-10am	:30	NM 1	\$250.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/11/17         12/17/17         MT         1	<u>Rate</u> \$250.00			
72 WSFA 12/11/17 12/12/17 NBC Today with Kathie Lee Start Date End Date Weekdays Spots/Week		:30	NM 1	\$250.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/11/17         12/17/17         MT         1	<u>Rate</u> \$250.00			
73 WSFA 12/11/17 12/12/17 ALABAMA LIVE @ 11A Start Date End Date Weekdays Spots/Week	11-1130Am	:30	NM 1	\$75.00
Start Date End Date Weekdays Spots/Week Week: 12/11/17 12/17/17 MT 1	<u>Rate</u> \$75.00			
74 WSFA 12/11/17 12/12/17 ALABAMA LIVE @ 1130AM Start Date End Date Weekdays Spots/Week		:30	NM 1	\$75.00
Week: 12/11/17 12/17/17 MT 1	<u>Rate</u> \$75.00	•		

<sup>(\*</sup> Line Transactions: N = New, E = Edited, D = Deleted)

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www.wsfa.com

| Contract / Revision | Alt Order # | 08870837 |

 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/12/17
 HIGHWAY 31
 6109

*Line Ch Start Date Fad Date Description	Start/End Time	Spots/	<b>T</b> 0 /	
*Line Ch Start Date End Date Description		Days Length Week · Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week 75 WSFA 12/11/17 12/12/17 WSFA 12 News at Noon	Rate	.20		<b>\$250.00</b>
Start Date End Date Weekdays Spots/Week	12-1230pm <u>Rate</u>	:30	NM 1	\$250.00
Week: 12/11/17 12/17/17 MT 1	\$250.00			
76 WSFA 12/11/17 12/11/17 WSFA 12 News at Five	5-530pm	:30	NM 1	\$425.00
Start Date End Date Weekdays Spots/Week	Rate			
Week: 12/11/17 12/17/17 1 1	\$425.00			
77 WSFA 12/11/17 12/11/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week	6-630pm Rate	:30	NM 1	\$800.00
Week: 12/11/17 12/17/17 1 1	\$800.00			
78 WSFA 12/11/17 12/11/17 ENTERTAINMENT TONIGI	-11630-7p	:30	NM 1	\$350.00
Start Date End Date Weekdays Spots/Week	Rate			
Week: 12/11/17 12/17/17 1 1	\$350.00			
79 WSFA 12/11/17 12/11/17 WSFA 12 News at Ten - Mi	•	:30	NM 1	\$500.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/11/17         12/17/17         1         1	<u>Rate</u> \$500.00	•		
80 WSFA 12/11/17 12/12/17 Today in Alabama 5am	5-530a	:30	NM 1	\$200.00
Start Date	Rate	.00	,	<b>V</b> E00.00
Week: 12/11/17 12/17/17 MT 1	\$200.00			
81 WSFA 12/11/17 12/11/17 Tonight Show	1035-1137pm	:30	NM 1	\$200.00
Start Date End Date Weekdays Spots/Week Week: 12/11/17 12/17/17 1 1	<u>Rate</u> \$200.00			
82 WSFA 12/11/17 12/11/17 Late Night w/ Seth Meyers	1137p-1237x	:30	NM 1	\$50.00
Start Date End Date Weekdays Spots/Week	Rate	.50		Ψ30.00
Week: 12/11/17 12/17/17 1 1	\$50.00			
83 WSFA 12/11/17 12/12/17 Today In Alabama	6a-7a	:30	NM 2	\$700.00
Start Date End Date Weekdays Spots/Week Week: 12/11/17 12/17/17 MT 2	<u>Rate</u> \$350.00			
84 WSFA 12/11/17 12/12/17 NBC Today Show	7-9am	:30	NIM 2	ee20.00
Start Date End Date Weekdays Spots/Week	Rate	.50	NM 2	\$520.00
Week: 12/11/17 12/17/17 MT 2	\$260.00			
85 WSFA 11/30/17 12/03/17 HARRY	2-3p	:30	NM 2	\$150.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 2	Rate			
	\$75.00	00		***
86 WSFA 12/04/17 12/08/17 NET Early Today ON Start Date End Date Weekdays Spots/Week	4-430x <u>Rate</u>	:30	NM 2	\$30.00
Week: 12/04/17 12/10/17 MTWT 2	\$15.00			
87 WSFA 12/11/17 12/12/17 NET Early Today ON	4-430x	:30	NM 2	\$30.00
Start Date End Date Weekdays Spots/Week	Rate			
Week: 12/11/17 12/17/17 MT 2	\$15.00	*		
88 WSFA 12/07/17 12/07/17 NET NFL Thursday Game Start Date End Date Weekdays Spots/Week	720-1030p	:30	NM 1	\$2,500.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17T 1	<u>Rate</u> \$2,500.00			
N 89 WSFA 12/07/17 12/07/17 NET NFL Thursday Pre-Gar		:30	NM 1	\$400.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>		, , ,	Ţ. <b>55.55</b>
Week: 12/04/17 12/10/17T 1	\$400.00			
N 90 WSFA 12/06/17 12/06/17 Wednesday Hour 2	8-9pm	:30	NM 1	\$600.00

<sup>(\*</sup> Line Transactions: N = New, E = Edited, D = Deleted)

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www.wsfa.com

 Contract / Revision
 Alt Order #

 1858711 /
 08870837

 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/12/17
 HIGHWAY 31
 6109

 Advertiser
 Original Date / Revision

 ISS/Highway 31
 12/04/17 / 12/04/17

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week	<u>Rate</u>	*		
Week: 12/04/17 12/10/17w 2 Spot Ch Date Range Description	\$600.00	Manufacture Laurette Data	T	
2 WSFA 12/04/17-12/10/17 Wednesday Hour 2	Start/End Time 8-9pm	<u>Weekdays Length Rate</u> W :30 \$600.00	<u>Type</u> NM	
Credited	0-30111	.30 <del>000.00</del>	IVIVI	
N 91 WSFA 12/09/17 12/09/17 Saturday Hour 3	9-10PM	:30	NM 1	\$225.00
Start Date End Date Weekdays Spots/Week	Rate	.00	,	<b>V</b> LL0.00
Week: 12/04/17 12/10/17S- 2	\$225.00			
Spot Ch Date Range Description  1 WSFA 12/04/17-12/10/17 Saturday Hour 3	Start/End Time	Weekdays Length Rate	<u>Type</u>	
Credited	9-10PM	Sa :30 \$ <del>225.00</del>	NM	
92 WSFA 12/04/17 12/10/17 Today In Alabama	6a-7a	:30	NM 1	\$350.00
Start Date End Date Weekdays Spots/Week	Rate	.00	, , ,	Ψ330.00
Week: 12/04/17 12/10/17 MTWTF 1	\$350.00			
93 WSFA 11/30/17 11/30/17 NET NFL Thursday Pre-Gai	n 630-730p	:30	<b>NM</b> 1	\$500.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17T 1	Rate			
	\$500.00			
94 WSFA 12/04/17 12/10/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week	6-630pm Rate	:30	NM 2	\$1,600.00
Week: 12/04/17 12/10/17TF 2	\$800.00		l l	
95 WSFA 12/02/17 12/02/17 Saturday Hour 3	9-10PM	:30	NM 1	\$300.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			
Week: 11/27/17 12/03/17S- 1	\$300.00			
96 WSFA 12/04/17 12/04/17 Monday Hour 3	9-10pm	:30	NM 1	\$600.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 M 1	<u>Rate</u> \$600.00	•		
97 WSFA 12/03/17 12/03/17 NFL Football	Sun720p-1030p	:30	NM 1	\$1,125.00
Start Date End Date Weekdays Spots/Week	Rate	.50		Ψ1,125.00
Week: 11/27/17 12/03/17S 1	\$1,125.00			
98 WSFA 12/04/17 12/04/17 the voice	7-9pm	:30	NM 1	\$1,500.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 M 1	<u>Rate</u> \$1,500.00			
99 WSFA 12/05/17 12/05/17 The Voice	·	00		
Start Date End Date Weekdays Spots/Week	658-8pm Rate	:30	<b>NM</b> 1	\$1,350.00
Week: 12/04/17 12/10/17 -T 1	\$1,350.00			
100 WSFA 12/01/17 12/01/17 dateline nbc	8-10pm	:30	NM 1	\$515.00
Start Date End Date Weekdays Spots/Week	Rate		İ	
Week: 11/27/17 12/03/17F 1	\$515.00			
101 WSFA 12/01/17 12/01/17 dateline nbc Start Date End Date Weekdays Spots/Week	8-10pm Rate	:30	NM 1	\$510.00
Week: 11/27/17 12/03/17F 1	\$510.00			
N 102 WSFA 12/05/17 12/10/17 WSFA 12 News at Six - MF		:30	NM 1	\$800.00
Start Date End Date Weekdays Spots/Week	Rate			************
Week: 12/04/17 12/10/17 -TWTF 1	\$800.00			
N 103 WSFA 12/09/17 12/09/17 ET WEEKEND	1203-103x	:30	NM 1	\$25.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17        S-         1	<u>Rate</u> \$25.00			
The second secon	Ψ20.00		I	

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Print Date 12/04/17

Page 9 of 9



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

				ISS/Highway	31		***************************************	12/04/17 / 1	2/04/17
*Line Ch Start Da	ate End Date De	escription	Start/End Time	Days	Length	Spots/ Week	Rate	Type Spots	Amount
Start Date	End Date Week	days Spots/We	eek Rate						
				Totals			•	186	\$65,475.00
Time Period	# of Spots	Gross Amount	Agency Comm.	Net An	nount				
11/27/17 -12/12/17	186	\$65,475.00	(\$9,821.25)	\$55,6	53.75				
Totals	186	\$65,475.00	(\$9,821.25)	\$55,68	53.75				
								•	
Signature:				Date:			•		

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REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET REP HEADLINE# 8870837 TRF# 1858711 \$\$\$ MOD# 3: APPROVED REV #0 \$\$\$

FAX# 703-516-9680 -9387
AGENCY CREDIT RISK !!!
HARRIS REPORT FROM STATION
\*\*CHANGES\*\*

DEC4/17 12.51
\*\*\* WSFA-TV \*\*\*

ADV #	ADV.	NAME	NAME ISS/HIGHWAY 31	REP.#	OFF.#	SALESMAN #	
AGY #	AGY.	NAME	AGY. NAME WATERFRONT STRATEGIES	BUYER NAME	BUYER NAME JESSE DEMASTRIE	RIE	
			3050 K STREET NW - SUITE 100	SALES PRSN WA-	WA- RYAN EDDINS (H)	(H) SNIC	
			WASHINGTON, DC 20007				
ORDER #			CONTRACT # 8870837	CLASS: NATL.	LOCAL	REGIONAL	
PRDCT HIGHWAY 31	31		EST#6109 COMMENTS: (LINE, ORDER, INVOICE	OICE)			
FLIGHT DATES NOV30/17	V30/17	7	DEC12/17 WK-2				
CITY TAX	S1	STATE TAX	AXCO-OP BILLING NEEDED		70	DATE_DEC4/17_12.51	.51

STA:

\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\* CON CM

6Р PAST HIGHWAY 31, NO SPTS TO AIR ON 12/12 NO BUYS TO PRINT

\$400.00 DEC7 30S \$. PLEASE CONFIRM. THANKS, DENICE 30S. 30S DEC7 CMT: JUST A TITLE CHANGE. MISSED: THU/630P-730P OFFER: THU/630P-730P STATION MAKEGOOD OFFERS: BUY#88 UNRESL

65475.00 **DEC/17** 

% WIYC WBMM 18 CABL 0% WCOV 08 43% %% WAKA EAKA WNCF 15% ESFA 0% WSFA 418 MARKET TOTALS \$159,939

65475.00 186

CONTRACT TOTAL TOTAL SPOTS

(DEC4/17) PLS ADVISE

ACCURATE SHARES

SVC- NSI DEMOS- RA35+\*

AGENCY TEL# 703-528-9387 REP: TEL# 703-528 CREDIT ADVISORY: ORDER WORKSHEET REP HEADLINE# 8870837 TRF# 1858711 \$\$\$ MOD# 3: APPROVED REV #0 \$\$\$

DEC4/17 12.52 \*\*\* WSFA-TV \*\*\* FROM STATION \*\*CHANGES\*\* RISK !!! REPORT F CREDIT HARRIS

703-516-9680

FAX#

. 52 12 SALESMAN REGIONAL DATE DEC4/17 (H) EDDINS DEMASTRIE LOCAL RYAN OFF.# JESSE WAA CLASS: NATL NAME PRSN BUYER SALES REP.# INVOICE) NEEDED ORDER, BILLING 100 (LINE, SUITE STRATEGIES CO-OP 20007 COMMENTS: 8870837 1 MN DC 31 WK-2 K STREET # ISS/HIGHWAY WASHINGTON, WATERFRONT CONTRACT EST#6109 DEC12/17 3050 TAX NAME NAME STATE NOV30/17 AGY. ADV. 37 HIGHWAY DATES TAX FLIGHT # # ORDER PRDCT CITY ADV AGY

\*\*\*\* A CASH IN ADVANCE SCHEDULE ΙS \*\*\*\* THIS  $\Omega$ NON

STA:

6Р PAST ON 12/12 SPTS TO AIR ON HIGHWAY 31,

PLEASE CONFIRM. THANKS, DEC7 DEC7 CMT: JUST A TITLE CHANGE. MISSED: THU/630P-730P OFFER: THU/630P-730P NO BUYS TO PRINT STATION MAKEGOOD OFFERS: BUX#88 UNRESL

TOTAL CONTRACT TOTAL 65475.00 )EC/17

65475.00 186

(DEC4/17) PLS ADVISE

\$400.00 \$400.00

30s 30s

DENICE

0% WIYC ₩ 1 WBMM % CABL % O WCOV 43% 0% WAKA EAKA WNCF 15% ESFA 0% 418 WSFA \$159,939 TOTALS **1ARKET** 

SHARES ACCURATE

SVC- NSI

DEMOS- RA35+\*

REP HEADLINE# 8870837 TRF# 1858711 \$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$

DEC4/17 13.25 \*\*\* WSFA-TV \*\*\* FAX# 703-516-9680 -9387 AGENCY CREDIT RISK !!! HARRIS REPORT FROM REP \*\*CHANGES\*\* REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET

ADV #	ADV.	NAME		ISS/HIGHWAY 31	REP.#	OFF.#	SALESMAN #
AGY #	AGY.	AGY. NAME		WATERFRONT STRATEGIES	BUYER NAME J	JESSE DEMASTRIE	RIE
			3050	K STREET NW - SUITE 100	SALES PRSN W	WA- RYAN EDI	EDDINS (H)
			WASH	WASHINGTON, DC 20007			
ORDER #	#		00	CONTRACT # 8870837	CLASS: NATL.	LOCAL	REGIONAL
PRDCT	HIGHWAY 31		E E	EST#6109 COMMENTS: (LINE, ORDER, INVOICE)	ICE)		
FLIGHT	DATES NOV30/17	7	DECI	DEC12/17 WK-2			
CITY T	TAXS'	STATE	TAX	CO-OP BILLING NEEDED		ة كر	DATE DEC4/17 13.25
яер:	REVISED ORDER M5 OKD AS LINE TTL SAME, \$65, PLS CONFM THANKS JASMINE	4,	103 75 FOR RYAN			6 Jo	
STA:							
CON CM	SI SIHI ****	Ø	CASH IN	1 ADVANCE SCHEDULE ****			

					60	= 6109	AGENCY EST#		385	CODE	ADVERTISER C PRODUCT CODE		AGENCY	
:SPTS:		DATE : /WK: INVT :	DATE	••	DATE	٠.		••	••				: #:	: :LINE#
:TOTI:	DAYS	END : SPTS: WEEK :	END	••	START		RATE	SEC:	LGTH :	••	PERIOD	TIME	: CD:	:LINE#:REP

6Р

NO SPTS TO AIR ON 12/12 PAST

HIGHWAY 31,

0

THU

0

12/7

12/7

\$400.00

30

630P-730P

(V)

8

THO

Н 12/7 12/7 \$400.00 30 630P-730P Þ 103

FOOTBALL NIGHT IN AMERICA FOOTBALL NIGHT IN AMERICA

PROGRAM : CON COM1: PROGRAM

PROGRAM: NFL THURSDAY PRE-GAME ORD COM1: JUST A TITLE CHANGE. PLEASE CONFIRM. THANKS, DENICE THIS IS A MAKE-GOOD FOR DEC7 ON LINE-88 FOR 1 SPOT/WK

## FAX# 703-516-9680 REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET HARRIS REPORT FROM REP \*\*CHANGES\*\*

REP HEADLINE# 8870837 TRF# 1858711 \$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$

DEC4/17 13.25 \*\*\* WSFA-TV \*\*\*

:TOT:	:SPTS:	
DAYS		
S: WEEK:	/WK: INVT :	
END :SPTS:	DATE : /W	
••	••	
START	DATE	
RATE		
: LGTH : SEC :	••	
TIME PERIOD		
LINE#: REP : CD:	· ITANEH:	

: TOTL:	SE.	65475.00 186					म्	
DAYS	(DEC4/17) PLS ADVISE					AM NAME	*-MULTIPLE	
END :SPTS: WEEK: DATE : /WK: INVT :	30s \$400.00 30s \$400.00 DENICE	CONTRACT TOTAL TOTAL SPOTS	WBMM 18 WIYC 08			M-MAKEGOOD N-PROGRAM NAME	Y-DAYS Z-COMMENTS *-	
START : ENDATE : DA	7 7 CONFIRM. THANKS,		CABL 0%			L-LENGTH	X-LATE	
RATE : ST	DEC DEC PLEASE		43% WCOV 0%			E EFF DATES	WEEK T-TIME	
: SEC :	630P-730P 630P-730P A TITLE CHANGE.		WNCF 15% WAKA ESFA 0% EAKA			stred De-Derere	TE S-SPOTS PER	
TIME PERIOD : LGTH :	RS: MISSED:THU/630P-730P OFFER:THU/630P-730P CMT:JUST A TITLE		9 WSFA 41%			B-BUY TYPE C-CANCELLED	Q-PAID PGM R-RATE	
:LINE#:REP :CD: TIM : :LINE#: :	STATION MAKEGOOD OFFERS: M5 OK'D BUY#88	DEC/17 65475.00	MARKET TOTALS \$159,939	ACCURATE SHARES	SVC- NSI DEMOS- RA35+*	MOD CODE A-ADD B-BU	P-CLASS, PLAN, SECT Q-	

REP HEADLINE# 8870837 TRF# 1858711 \$\$\$ MOD# 3: APPROVED REV #1 \$\$\$

703-516-9680 REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION

\*\*\* WSFA-TV \*\*\* DEC4/17 13.40

ADV #	ADV.	NAME	ADV. NAME ISS/HIGHWAY 31	REP.#	OFF.#	SALESMAN #
AGY #	AGY. N	NAME	WATERFRONT STRATEGIES	BUYER NAME	NAME JESSE DEMASTRIE	RIE
			3050 K STREET NW - SUITE 100	SALES PRSN	SALES PRSN WA- RYAN EDDINS (H)	DINS (H)
			WASHINGTON, DC 20007			
ORDER #			CONTRACT # 8870837	CLASS: NATL.	L. LOCAL	REGIONAL
PRDCT HIGHWAY 31	31		EST#6109 COMMENTS: (LINE, ORDER, INVOICE)	ICE)		
FLIGHT DATES NOV30/17	730/17		DEC12/17 WK-2			
CITY TAX	STI	STATE TAX	CO-OP BILLING NEEDED			DATE_DEC4/17 13.40

REVISED ORDER M5 OKD AS LINE 103 TTL SAME, \$65,475 PLS CONFM **REP**:

THANKS JASMINE FOR RYAN

STA:

\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE CONCA

GENERATION 6P CONTRACT SCHEDULED FOR HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. STATION MAKEGOOD OFFERS:

DEC7 30S \$400.00 DEC7 30S \$400.00 PLEASE CONFIRM. THANKS, DENICE MISSED:THU/630P-730P OFFER:THU/630P-730P CMT:JUST A TITLE CHANGE. BUY#88 OK, D

65475.00 186 TOTAL SPOTS CONTRACT TOTAL

PLS ADVISE (DEC4/17)

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

FEDERAL CANDIDATE

FEDERAL CANDIDATE STATE/LOCAL CANDIDATE

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

WAFF	nd Location:	$\mathcal{C}_{i}$		Date:	117
<b>J</b> ,	JOSH BASIN	SKI			
	half of: . Jul		MOORE For	US SENATE	
	alified candidate				
political par	ty for the office	of: (/)	SENATOR		
in the	GENERA	- L but			
election to b	SENERA / e held on:	PEC	120		
	quest station ti				
Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		Sv Crad			

Attach proposed schedule with charges (if available):

I represent that the paymen by:	t for the above described broadcast ti	me has been furnished
Juge , Con	MOORE FOR US SENDATE	TO STATE OF THE ST
rehievenir mat this betson or	nnounce the time as paid for by such entity is either a legally qualified can zation of the legally qualified candida	didate or an
	the candidate's authorized committe ובא איני	ee is:
This station has disclosed to classes and rates; and discorto federal candidates).	me its political advertising policies, in unt, promotional and other sales prac	ncluding: applicable ctices (not applicable
THIS STATION DOES NOT	DISCRIMINATE OR PERMIT DISCI THNICITY IN THE PLACEMENT OF	RIMINATION ON THE ADVERTISING.
To Be Signed I	By Candidate or Authorized C	ommittee
11/7/12		
/ Date ·	Signature	
To Be	Signed By Station Representative	
☐ Accepted	☐ Accepted in Part	□ Rejected
Signature *	Printed Name	Title